



## GSA Federal Acquisition Training Symposium

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# BMO Strategic Sourcing Solution Overview

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# Training Agenda

## BMO

- What is it?
- BMO Advantages
- Scope
- Contract Structure
- Ordering
- Summary
- Resources
- Questions

# ***What is BMO?***

## BMO Is

- An Open Market (FAR Part 15) Multiple Award IDIQ  
- Not a Schedule
- Divided into individual geographic segments with each segment operating under the same basic Terms & Conditions
  - Zones are built of states
  - Allows for localized business support, for quick or emergency requests
- A finite pool of vendors, which will keep the number of proposals to be reviewed reasonable while still providing ample competition

## BMO's Principles

- Multiple-award IDIQ Contracts that:
  - Provide a single platform across the Federal Government for acquisition of complex facilities maintenance and management services
  - Allow maximum flexibility at the task order level
  - Are easy to use
  - Provide maximum support to Federal agencies
  - Maximize Small Business utilization
  - Applicable sustainable product requirements are included at the parent contract level

## Sustainable Products Included in BMO Services

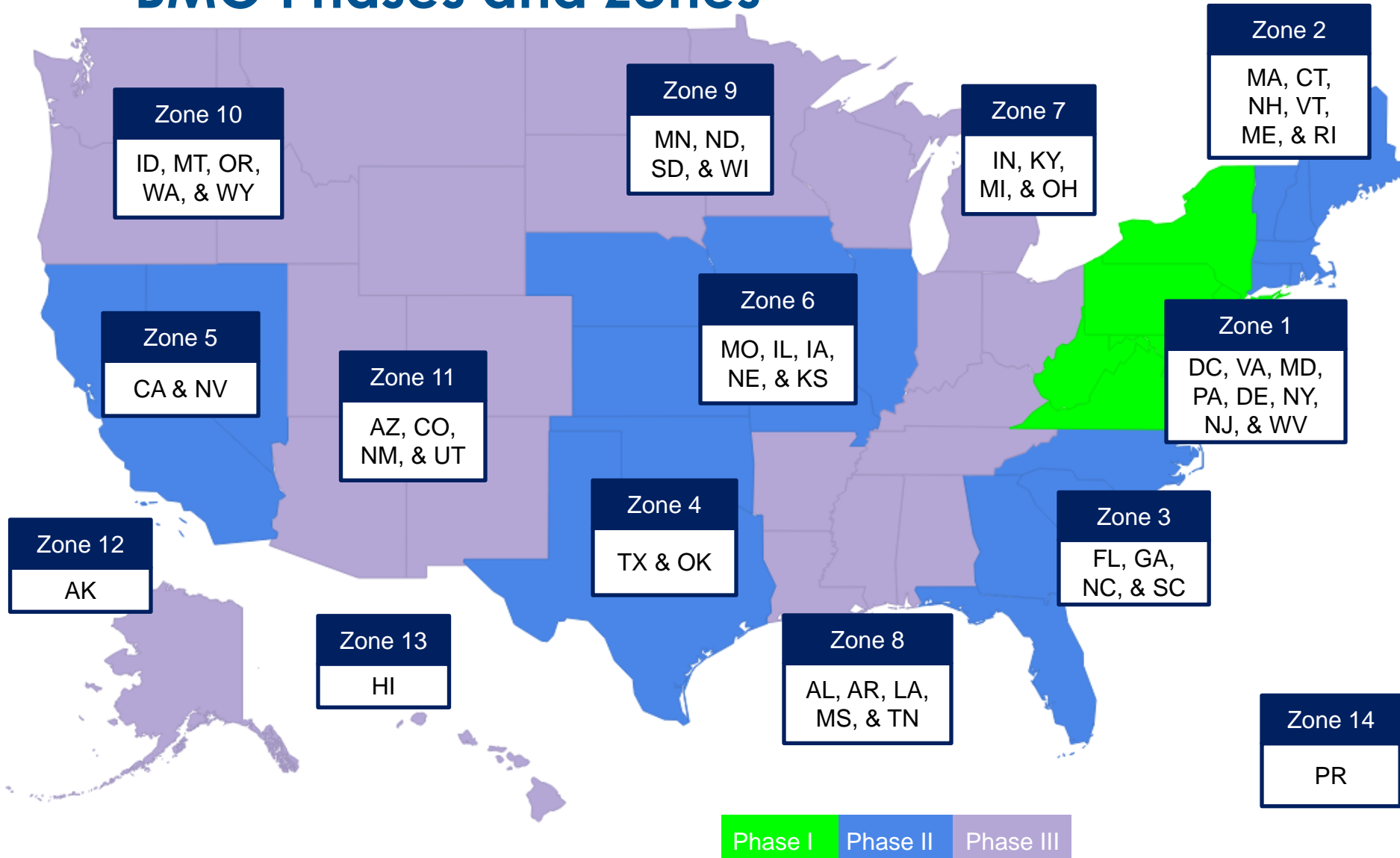
- BMO services includes the use of products that meet applicable environmental standards including:
- EPA's Comprehensive Procurement Guideline (CPG) – products with recycled content
  - BioPreferred – products with biobased content
  - Safer Choice – products with safer chemical ingredients
  - Energy Star – energy efficient products
  - WaterSense – water efficient products and irrigation services

## What do we mean by 'complex'?

- Requirements that contain multiple disciplines;
- Requirements that contain Other Direct Costs (ODCs);
- Requirements that need flexibility of contract type (such as time and materials, labor hour, firm fixed price or a hybrid of contract types); and
- Any one or combination of all of the above.



# BMO Phases and Zones





# ***BMO Advantages***

## BMO's Advantages

- BMO is NOT a GSA Schedule (FAR Part 8 does NOT apply)!
- FAR Part 16.505 "Streamlined Acquisition Procedures" APPLY!
  - Synopsizing or Posting Solicitations in FBO.gov is NOT Applicable! (except for exceptions to fair opportunity)
  - Protests less than \$10 Million NOT allowable! (except for increase in scope or period)
  - Source Selection Procedures of FAR Part 15.3 does NOT apply!
  - The ordering contracting officer may exercise broad discretion in developing appropriate order placement procedures

## BMO's Advantages

- Maximum Flexibility for Ancillary Support Items like ancillary labor, materials, and Other Direct Costs (ODCs) Administrative savings can be achieved by reducing the number of contract actions and decreasing contract formation timelines
- Other than small businesses already have approved small business subcontracting plans
- Small business set asides can be used to facilitate achieving agency socio-economic goals

## BMO's Advantages

- Required and Applicable FAR Clauses Automatically Flow Down
  - Optional FAR/DFAR and other Agency Specific Clauses may be tailored specifically to your requirement
- ALL awardees have been determined Responsible (FAR Part 9)

# *Scope*

## What Do I Use BMO For?

- To obtain a solution for facilities maintenance services in one or multiple locations of various types, for one or multiple services

## BMO and BMO SB Structure

Operations and Maintenance	Facility Support Services
HVAC Maintenance	Janitorial
Plumbing and Pipefitting	Landscaping/Grounds Maintenance
Elevator Maintenance	Pest Control
Electrical Maintenance	Waste Management Recycling Services
Fire Alarm System Maintenance Repair	
Fire Suppression System Preventative Maintenance and Repair	
Roofing Services	
Building Management Services	
Architectural and Framework Building Maintenance Services	
Commissioning Services	
Elevator Inspection Services	
Other Facility Management Related Services	



## What Else Can Be Included in BMO Orders?

- Other Direct Costs (i.e. Material, Equipment, Travel, Subcontracts)
  - ODC support, integral and necessary as part of a total integrated solution within the scope of BMO for which there is not a labor category specified in BMO or includes other direct costs such as material, equipment, travel, subcontracts, etc., to obtain a total service solution, are allowable costs and may be included within an individual task order under BMO. The Contractor should propose and identify each other direct costs separately and the OCO should identify each ODC support service or other direct costs by a separate CLIN on the task order award.
  - Agencies should follow agency specific policies as well as FAR Subpart 16.505 and FAR Part 6 regarding competition requirements as it relates to ODCs.

## What Can BMO Not Be Used For?

- Telecommunication systems
- Furnishings (not installed as fixtures)
- Equipment owned by servicing public utilities
- Computers and IT equipment
- Personally owned appliances (e.g., heaters, coffee makers, microwaves, etc.)
- IT Requirements in accordance with the Clinger Cohen Act
- Inherently Governmental Functions as defined in FAR Subpart 2.101
- Personal Services as defined in FAR Subpart 2.101
- Architect & Engineering (A&E) Services as defined in FAR Subpart 2.101 and subject to the Brooks Architect-Engineers Act (40 U.S.C. 1102)
- Hazardous materials removal and abatement

# ***Contract Structure***

## Overview of BMO Contract Structure

- Small Business & Unrestricted vehicles
- Commercial Contract (FAR 12) - Unilateral changes clause waiver
- Awards were highest technically rated with a fair and reasonable price
- Allows for various task-order level contract types (FFP, T&M, and L/H)
- 10-year IDIQ parent contract term
- On-ramping/Off-ramping procedures
- Agencies can order single service or mix of multiple services
- Applicable sustainable product requirements are included at the parent contract level

## BMO Family of Vehicles

- Two Vehicles – BMO and BMO SB
  - BMO supports task orders that will not be set aside for small business
  - BMO SB supports task orders that will be set aside for small business

## Zone 1 BMO and BMO SB Awardees

- NAICS 561210 (\$38.5M)
- BMO SB
  - 24 companies
- BMO Unrestricted
  - 9 companies
- Note: See [www.gsa.gov/bmo](http://www.gsa.gov/bmo) for complete list of vendors

# BMO User Interface

BMO Unrestricted Contract									
Service Categories	ACEPEX Management (Small Business)	AMEC	CBRE	Complete Building Services	EML LLC	J&J Worldwide Services	Jones, Lang & LaSalle	LB&B	WW Contractors (Small Business)
HVAC Maintenance	X	X	X	X	X	X	X	X	X
Plumbing and Pipefitting	X	X	X	X	X	X	X	X	X
Elevator Maintenance	X	X	X	X	X	X	X	X	X
Electrical Maintenance	X	X	X	X	X	X	X	X	X
Janitorial		X	X	X	X	X	X	X	X
Landscaping/Grounds Maintenance		X	X	X	X	X	X	X	X
Fire Alarm System Maintenance and Repair		X	X	X	X	X	X	X	X
Fire Suppression (Water Based) System Preventative Maintenance and Repair		X	X	X	X	X	X	X	X
Roofing Services		X	X		X	X	X	X	
Building Management Services		X	X	X	X	X	X	X	X
Architectural and Framework Building Maintenance Services		X	X	X	X	X	X	X	
Commissioning Services		X	X		X	X	X	X	X
Elevator Inspection Services		X	X	X	X	X	X	X	X
Other Facilities Management Related Services		X	X		X		X	X	
Pest Control			X	X	X	X	X	X	X
Waste Management and Recycling Services			X	X	X	X	X	X	X



# *Ordering*

## Fair Opportunity

- Ordering guidance is in accordance with FAR Part 16.505
  - Not a schedule so FAR 8.4 does NOT apply
  - FAR Part 15.3 does not apply
- Using Fair Opportunity guidelines, all task orders will need to be sent to contract holders offering the services requested in the task order

## Task Order Duration

- Task order must be solicited before the BMO or BMO SB term expires and may extend no more than 5 years after IDIQ term expires
- Options may be exercised after the IDIQ term expires as long as the task order duration does not extend more than 5 years after the expiration
- Master IDIQ contract terms still govern orders extending beyond the IDIQ expiration

## Task Order Pricing

- OCO will use prevailing wage determination/collective bargaining agreement at the task order level
- Pricing is primarily based upon competition at the task order level and will vary in accordance with a number of factors applicable to the task order requirement (geography, security level, complexity, deadlines, risk levels, contract type, etc.)

## Contract Access Fee (CAF)

- Use of the BMO vehicles requires a Contract Access Fee (CAF) of 2% of the total fixed price or estimated price and will be proposed as a separate line CLIN
- The fee is paid by the customer agency to the vendor, who then remits it to GSA through the reporting modules in place
- Vendors may not lower the CAF

## Delegation of Procurement Authority (DPA)

- To issue orders, you must have a DPA
  - Issued by GSA after completing mandatory BMO training
- DPAs are issued to individuals, not agencies at large
- DPAs are not re-delegable and non-transferrable
- Agency CO issued a DPA is designated as an Ordering Contracting Officer (OCO)
- Only OCOs award, administer, and modify orders

# *Summary*



## Summary

- Read/understand BMO and BMO SB contracts
- Read/understand BMO and BMO SB ordering guides
- Follow the ordering procedures in FAR 16.505 and agency policy
- Submit copies of task order solicitations and awards to GSA
- The BMO contracts offer a lot of flexibility
- Attend DPA training

## Summary - Why YOU Should Use BMO!

- RFPs are not posted or synopsized on FBO!
- No protests less than \$10 million!
- Set-aside within a set-aside!
- Simplified source selection procedures!
- Flexible contract types (FFP, T&M, Labor Hours, hybrid)!
- BMO contractors are high quality performers!
- Economies of scale and TO competition drive prices down!

# *Resources*

## The BMO Contract Staff is HERE TO HELP!

- Scope Reviews
- Advice on all BMO procurement matters
- Problem resolution
- Quality Control
- Strong relationship and continuous communications with all contractors

## BMO Web Resources

- BMO email: [fssi.bmo@gsa.gov](mailto:fssi.bmo@gsa.gov)
- BMO Website: [www.gsa.gov/bmo](http://www.gsa.gov/bmo)
  - BMO Sustainability
  - How to Use BMO – Ordering Guide
  - BMO Awarded Vendors – BMO contracts awards and final BMO labor categories & definitions
  - BMO Training – DPA Training Schedule and Training Request Form
  - FAQ coming soon

## BMO Web Resources cont.

- Acquisition Gateway: <https://hallways.cap.gsa.gov/>
  - SOW/PWS/PBSOW Templates
  - Pricing
  
- BMO Interact Page:  
<https://interact.gsa.gov/group/FSSIBMO>

# Thank You For Your Participation!

What questions can we answer at this time?

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